

Trade Mission to Shanghai China

IE expo 2013 International Environmental Technology

Trip Date: May 11-15, 2013

Deadline to register: March 1, 2013



Participation Fee - \$4000
- \$3000 MO STEP=UP*
= \$1000

Costs for the airfare, transportation, meals and incidents will be the responsibility of the participants

** Eligible firms may apply for **MO STEP=UP** funding for reimbursement for mission expenses. Prior approval must be received.*

The MO Department of Economic Development, working closely with the U.S. Commercial Service in Shanghai, would like to invite you to host an exhibit in the U.S. Pavilion at the IE Expo 2013.

- IE Expo 2013 is an international trade fair for water, sewage, refuse, recycling, air pollution control, soil remediation, energy conservation and other forms of environmental technology. It is the largest show of its kind in the environmental sector of Asia. IE Expo 2013 is the perfect platform to gain local market insight, meet targeted buyers and distributors, promote brands and products and expand trade channels within the environmental technology industry.
- IE Expo 2013 offers a high-quality conference program, exhibitor presentations and B2B-matchmaking activities to provide U.S. exporters the opportunity to meet experienced professionals, key domestic and international trade associations, government agencies and ministries.
- China has huge market potential! In 2011, Chinese imports and exports reached \$3.6421 trillion US, up 22.5% from the previous year. Imports alone reached \$1.7435 trillion US, up 24.9% from the previous year. China's new energy industry maintains a strong momentum of growth, and it is estimated that the country will invest over \$795 billion in environmental protection from 2012 to 2015. China's newly installed wind capacity currently ranks first around the world, and the country has become the third largest country with installed photovoltaic capacity.

Exhibitors at the U.S. Pavilion Receive:

- Pre-show region-wide marketing campaign to buyers
- Prime exhibition location
- U.S. Commercial Service industry commercial representative available for onsite counseling throughout the show
- Opportunity to promote your products and technologies free of charge via exhibitor presentation
- Display your products and catalog in the Missouri booth
- One-on-one business meetings
- Logistics assistance

Take advantage of sharing booths under MO Department of Economic Development or get your own booth!



If you are interested in participating in the mission, please return the following registration form by **March 1, 2013** to:

Yan Li

International Business Manager - China

State of Missouri

**Department of Economic Development
Business and Community Services**

Harry S Truman Building, Room 720, 301 W High Street, P.O.Box 118
Jefferson City, MO 65102

Tel. (573) 751-7549 Fax (573) 526-1567

E-mail: yan.li@ded.mo.gov www.missouridevelopment.org



Department of Economic Development

Trade Mission to Shanghai, China 2013

Missouri Business Participation Form

☐ **YES, I would like to participate in the Trade Mission to China 2013.**

Make check payable to: **Hawthorn Foundation**

Please contact me at the following number or e-mail:

Company Name: _____

Contact Name & Title: _____

Address: _____

Telephone: _____

Fax: _____

Email: _____

Website: _____

Desired Business Relationship

☐ Sales agent or sales representative

☐ Distributor

☐ Partnership or Joint Venture

☐ Licensing Agreement

☐ End User, Direct Sales or Dealer

Your Type of Firm

☐ Manufacturer

☐ Service Firm

☐ Other

Please explain your business objective: _____

Company briefing: (Both your company briefing and product description will be used for advertisement purposes. Please be specific in your description, and use as much space as necessary to promote your business interests at the Trade Mission to China. Use a separate sheet of paper if necessary.)

Product Description: _____



or fax to Yan Li at (573) 526-1567.

Please return the participation form and registration fee no later than March 1, 2013.